

## Message Text

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21

ACTION EUR-12

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-07 FRB-01

INR-07 NSAE-00 TRSE-00 XMB-04 OPIC-06 SP-02 CIEP-02

LAB-04 SIL-01 OMB-01 DODE-00 PA-02 USIA-15 PRS-01

CCO-00 OTPE-00 FCC-02 OC-05 BIB-01 /079 W

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R 181515Z MAR 75

FM AMCONSUL ANTWERP

TO SECSTATE WASHDC 1039

INFO AMEMBASSY BRUSSELS

UNCLAS ANTWERP 0123

E.O. 11652 N/A

TAGS: ETEL, BE, NI, PE

SUBJ: BELL TELEPHONE MFG. CO. CONTRACTS WITH NIGERIA AND PERU

REF: ANTWERP 116

ANTWERP PRESS THIS MORNING ANOUNCED ITT S BELGIAN TELECOMMUNICATIONS  
SUBSIDIARY BELL TELEPHONE MFG CO. HAD SIGNED EQUIPMENT ORDERS  
WITH NIGERIA AND PERU IN TOTAL AMOUNT OF MORE THAN 3 BILLION  
BF. ARTICLES WERE BASED ON PRESS RELEASE MENTIONED IN REFTEL,  
WHICH REPORTED CONTRACT WITH NIGERIA WAS FOR 2.1 BILLION BF.  
NIGERIA IS A NEW CUSTOMER FOR BELL BUT PERU HAS USED BELL  
AS ITS MAIN SUPPLIER FOR OVER 40 YEARS.

ARTICLES REVIEWED "SPECTACULAR" RESULTS OF LAST FEW WEEKS FOR  
BELL AND DESCRIBED IN DETAIL EQUIPMENT TO BE FURNISHED  
INDONESIA IN CONNECTION WITH LARGEST CONTRACT IN BELL S HISTORY  
IN AMOUNT OF 4.623 BILLION BF. (ANTWERP 92)  
ORDERS ARE LABOR-INTENSIVE AND INDONESIAN CONTRACT INVOLVES  
CONSTRUCTION BY BELL OF TRAINING CENTER AT BANDOUNG AND  
CENTRALIZED REPAIR CENTER AND LABORATORY FOR ELECTRONIC EQUIPMENT.

AFTER IMPOSITION OF HIRING FREEZE AND SHORTENED WORK WEEK IN SOME  
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DEPARTMENTS IN EARLY 1975 DUE TO DECLINE IN ORDERS, RECENT IMPOR-  
TANT CONTRACTS WITH INDONESIA, NIGERIA AND PERU HAVE CONSIDERABLY

BRIGHTENED EMPLOYMENT PICTURE AT BELL, WITH PRINCIPAL BENEFICIAL  
EFFECTS EXPECTED TO BE FELT IN LAST HALF OF 1975 AND 1976.  
SIGNING OF THESE THREE CONTRACTS FOR TOTAL OF NEARLY 8 BILLION BF  
IN FOUR-WEEK PERIOD HAS OBVIOUSLY BEEN GRATIFYING TO BELL  
MANAGEMENT, AND A TOP BELL OFFICIAL TOLD ME THE COMPANY HAD OBTAINED  
MORE THAN ANTICIPATED DURING NEGOTIATIONS.  
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## Message Attributes

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**Capture Date:** 01 JAN 1994  
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**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
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